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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Interim Report No. 3, April 1983

EASTERN REGION (ECPO)

Bentley College
Boston College
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
Smith College
State University of New York - Buffalo
Union College
Vassar College
Williams College
Worcester Polytechnic Institute
Yale University
Yale University - School of Organization and Management

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The 185 placement offices at the 160 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1982 and August 31, 1983. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 5 through April 8) and cumulatively (September 1 through April 8). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

ECPO REGIONAL Interim Report No. 3 April 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Curriculum For All Types of Employers	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	49	695	$1488	$1564	$1625	$1516	$1250	183	3526	$1484	$1562	$1625	$1500	$1333
Business—General (incl. Mgmt.)	10	342	1816	1484	*	*	*	19	1215	1612	1488	*	*	*
Marketing & Distribution	1	143	1708	1429	*	*	*	5	536	1551	1409	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	4	50	1319	1348	*	*	*	21	175	1193	1234	1416	1167	958
Economics[2]	9	62	1563	1508	*	*	*	13	120	1460	1439	*	*	*
Other Social Sciences	7	65	1214	1249	*	*	*	20	294	1123	1214	1458	1104	800
ENGINEERING														
Aeronautical	11	73	1991	2028	*	*	*	26	228	2072	1982	2357	2125	1791
Chemical	16	218	2174	2234	*	*	*	47	676	2224	2264	2458	2292	1958
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	6	64	1963	1917	*	*	*	7	303	2001	1870	*	*	*
Electrical (incl. Computer Engrg.)	205	1147	2154	2107	2316	2167	1983	334	3578	2149	2110	2300	2166	2000
Geological	+	7	+	2170				+	23	+	2171			
Industrial	11	152	2048	2040	*	*	*	20	423	2117	2042	2308	2138	1921
Mechanical	126	709	2079	2088	2233	2082	1950	205	1934	2087	2090	2250	2100	1950
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	3	37	2148	2180	*	*	*	9	113	2220	2177	*	*	*
Mining	+	5	+	2136				+	18	+	2019			
Nuclear (incl. Engrg. Physics)	3	24	2183	2062	*	*	*	6	53	2189	2093	*	*	*
Petroleum	+	34	+	2359				+	164	+	2381			
Engineering Technology	7	67	2015	2027	*	*	*	12	293	2024	2022	*	*	*
SCIENCES														
Agricultural Sciences	+	22	+	1520				3	96	1722	1384	*	*	*
Biological Sciences	+	8	+	1407				10	92	1661	1444	*	*	*
Chemistry	1	17	1950	1752	*	*	*	7	65	1891	1703	*	*	*
Computer Science	47	338	1859	1902	2166	1971	1333	103	999	1928	1921	2166	2000	1541
Health (Medical) Professions	1	39	1260	1694	*	*	*	12	142	1548	1649	*	*	*
Mathematics	12	68	1914	1845	*	*	*	16	150	1874	1772	*	*	*
Other Physical & Earth Sciences	2	26	1609	1616	*	*	*	9	63	1779	1739	*	*	*
Totals	531	4412						1083	13243					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
† No offers reported.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Functional Area For All Types of Employers	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	48	704	$1483	$1565	$1625	$1508	$1250	187	3580	$1471	$1561	$1603	$1500	$1291
Business Administration	11	211	1638	1481	*	*	*	29	721	1452	1469	2000	1333	1000
Communications	1	28	800	1639	*	*	*	5	78	893	1360	*	*	*
Community & Service Orgs. Work	1	20	1458	1265	*	*	*	6	94	1090	1222	*	*	*
EDP-Programming/Systems	76	423	1978	1919	2316	2000	1583	146	1175	1999	1928	2257	2009	1750
Engineering	357	2361	2113	2108	2275	2141	1920	615	7306	2129	2112	2300	2150	1950
Farm & Natural Resources Mgmt.	+	13	+	1391				+	30	+	1369			
Finance & Economics	5	93	1642	1508	*	*	*	11	312	1595	1458	*	*	*
Health (Medical) Services	1	43	1166	1647	*	*	*	13	168	1475	1588	*	*	*
Manufacturing &/or Industrial Opns.	4	52	1675	1997	*	*	*	10	267	1834	1925	*	*	*
Mathematics/Statistics	9	47	1902	1771	*	*	*	10	93	1887	1680	*	*	*
Merchandising/Sales Promotion	2	95	1208	1316	*	*	*	7	414	1230	1317	*	*	*
Personnel/Employee Relations	+	8	+	1116				1	43	1700	1218	*	*	*
Research—Non-Scientific	1	17	2083	1395	*	*	*	3	46	1555	1453	*	*	*
Research—Scientific	1	57	1950	1792	*	*	*	16	210	1855	1819	*	*	*
Rotational Training—Non-Technical	2	39	1542	1371	*	*	*	7	158	1613	1373	*	*	*
Rotational Training—Technical	4	36	2212	2040	*	*	*	5	100	2020	1914	*	*	*
Sales—Non-Technical Degree	5	134	1432	1474	*	*	*	9	382	1354	1440	*	*	*
Sales—Technical/Scientific Degree	3	31	1333	1941	*	*	*	3	66	1333	1952	*	*	*
Totals	331	4412						1083	15243					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

ECPO REGIONAL Interim Report No. 3 April 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full-Time, Non-Military Employment)

Graduate Program	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number of Offers		Average $ Offers		Percentiles[1]			Number Of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	*	35	*	$1884				1	206	$1833	$1910	*	*	*
MBA (Non-technical Undergraduate)	36	266	$2554	2352	$3500	$2375	$2042	45	593	2487	2123	$3333	$2333	$2000
MBA (Technical Undergraduate)	9	45	2684	2473	*	*	*	18	109	2619	2350	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	*	30	*	2311				*	74	*	2137			
Industrial Mgmt. (incl. Industrial Admin.)	*	28	*	2194				1	36	2167	2191	*	*	*
Administration (incl. Public, Hospital, etc.)	*	*	*	*				*	23	*	1936			
HUMANITIES & SOCIAL SCIENCES														
Humanities	3	11	1855	1533	*	*	*	3	23	1855	1565	*	*	*
Social Sciences	*	10	*	1610				*	43	*	1642			
ENGINEERING														
Chemical	3	31	2403	2395	*	*	*	9	54	2479	2422	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	6	26	2083	2182	*	*	*	9	44	2162	2226	*	*	*
Electrical (incl. Computer Engrg.)	28	122	2365	2416	2535	2391	2083	63	285	2417	2417	2666	2395	2166
Industrial	4	16	2112	2140	*	*	*	13	41	2270	2266	*	*	*
Mechanical	2	40	2308	2354	*	*	*	29	163	2509	2393	2791	2566	2200
Nuclear (incl. Engrg. Physics)	*	6	*	2468				1	16	2458	2314	*	*	*
SCIENCES														
Chemistry	1	5	2120	2374	*	*	*	1	10	2120	2238	*	*	*
Computer Science	6	37	2347	2356	*	*	*	15	85	2346	2326	*	*	*
Geology & Related Geological Sciences	*	17	*	2545				*	47	*	2469			
Mathematics	4	17	2300	2288	*	*	*	4	22	2300	2231	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science & Ceramics)	3	7	2498	2485	*	*	*	4	14	2480	2470	*	*	*
Totals	105	749						216	1888					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

ECPO REGIONAL Interim Report No. 3 April 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

Graduate Program	INTERIM PERIOD 3/5/83 THROUGH 4/8/83							CUMULATIVE PERIOD 9/1/82 THROUGH 4/8/83						
	Number Of Offers		Average $ Offers		Percentiles[2]			Number Of Offers		Average $ Offers		Percentiles[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	30	117	$2675	$2596	$3167	$2688	$2083	45	188	$2518	$2394	$3167	$2500	$2000
MBA - Tech Undergraduate	3	27	3278	2758	*	*	*	7	50	3133	2635	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	50	129	3015	2783	3383	3000	2500	58	187	2966	2594	3383	2917	2333
MBA - Tech Undergraduate	6	30	2917	2784	*	*	*	7	43	2929	2639	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	22	67	3011	2811	3500	3021	2500	25	112	3013	2625	3500	3000	2500
MBA - Tech Undergraduate	7	19	2506	2621	*	*	*	11	29	2670	2721	*	*	*
Totals	118	389						153	609					
DOCTORAL DEGREE CANDIDATES														
ENGINEERING														
Chemical	1	20	$2583	$3021	*	*	*	1	39	$2583	$3058	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	†	†	†	†				1	4	3242	2712	*	*	*
Electrical (incl. Computer Engrg.)	†	24	†	3159				5	63	3038	3141	*	*	*
Mechanical	†	1	†	2425				1	12	3358	3110	*	*	*
SCIENCES														
Chemistry	3	59	2923	2770	*	*	*	7	100	2960	2599	*	*	*
Mathematics (incl. Opns. Research, Statistics, & Actuarial Science)	†	†	†	†				†	12	†	2504			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science & Ceramics)	†	4	†	2960				1	8	2792	3001	*	*	*
Physics	†	14	†	3093				5	43	3287	2896	*	*	*
Totals	4	122						21	281					

[1] Years of full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 ECPO REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT BLDG MATERIAL			
ACCOUNTING	1492 1625 1291	35	1444	3	1305	3	1436	4		1603	1	
BUSINESS - GENERAL					1333	1	1943	5				
MARKETING/DISTRIBUTN												
HUMANITIES					1208	2			1150	1		
ECONOMICS			1386	3						1000	1	
OTHR SOCIAL SCIENCES	1083	1			963	2						

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

APRIL 1983 ECPD REGIONAL INTERIM REPORT NUMBER 3

INTERIM PERIOD 3/5/83 THROUGH 4/8/83

PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2113 5		
CHEMICAL				1833 1		
CIVIL -CNSTR/BAN/TRP				2037 3		1875 1
ELECTRICAL -COMPTR	1666 1		2133 5	2187 137 2340 2050	2165 4	2050 1
GEOLOGICAL						
INDUSTRIAL	2000 3			2034 4		
MECHANICAL				2080 70 2167 2025	2283 3	2058 5
METALLURGICAL						2175 1
MINING						
NUCLEAR -ENGRG PHYS						2150 2
PETROLEUM -NATL GAS						
ENGINEERING TECH				2045 6		

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

APRIL 1983 ECPO REGIONAL INTERIM REPORT NUMBER 3
INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE	1698 4	1209 2	1533 4	1944 28 2166 1500	1925 1	
HEALTH (MED) PROFSNS						
MATHEMATICS		1500 1		1981 6	2029 1	
OTHR PHYSCL/EARTH SC		1333 1		1885 1		

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

APRIL 1983 ECPO REGIONAL INTERIM REPORT NUMBER 3
INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1675	1	1750	1			1675	1				
BUSINESS - GENERAL	1929	2	1750	1								
MARKETING/DISTRIBUTN	1708	1										
HUMANITIES	1708	1										
ECONOMICS	1625	2					1575	1				
OTHR SOCIAL SCIENCES	1708	1										

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 ECPO REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL	2291	1	2125	1								
CHEMICAL	2093	6					2212	6			2372	3
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2310	5	2153 2225 2080	26			2125	1				
GEOLOGICAL												
INDUSTRIAL	2200	1					2200	2				
MECHANICAL	2278	3	2162	17	2250	1	2291	2	2100	1		
METALLURGICAL									2134	2		
MINING												
NUCLEAR -ENGRG PHYS			2250	1								
PETROLEUM -NATL GAS												
ENGINEERING TECH			1833	1								

AVERAGE MONTHLY SALARY OFFERS — APRIL 1983 ECPO REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/5/83 THROUGH 4/8/83 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY	1950 1					
COMPUTER SCIENCE		1886 1		2000 1		
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

APRIL 1983 ECPD REGIONAL INTERIM REPORT NUMBER 3
INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING												
BUSINESS - GENERAL							1500	1				
MARKETING/DISTRIBUTN												
HUMANITIES												
ECONOMICS	2042	2										
OTHR SOCIAL SCIENCES											1261	3

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 ECPD REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/83 THROUGH 4/8/83 PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1730	4				
CHEMICAL												
CIVIL -CNSTR/BAN/TRP							1791	1	2000	1		
ELECTRICAL -COMPTR	2154	6			2136	8	1736	10			1791	1
GEOLOGICAL												
INDUSTRIAL							1791	1				
MECHANICAL	1930	1	1958	1	2141	12	1709	10				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS APRIL 1983 ECPD REGIONAL INTERIM REPORT NUMBER 3
BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/5/83 THROUGH 4/8/83 PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2034	3			2171	2	1379	1				
HEALTH (MED) PROFSNS											1260	1
MATHEMATICS	2042	2			2083	1	1379	1				
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1983 ECPD REGIONAL INTERIM REPORT NUMBER 3

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2049	6	2766	17	2569	3					3167	1
MBA - TECHNICAL			2917	5			2341	2				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL			2258	5	2653	3						
MBA - TECHNICAL	2292	1					2600	1				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 3/5/83 THROUGH 4/8/83

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL					2492	1						
MBA - TECHNICAL												